**WIRED NEWS**

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High Bandwidth Bureaucracy

by Joanna Glasner

3:00 a.m. 25.Mar.99.PST

SAN FRANCISCO -- The dozens of Net startups clustered around Third Street should tip off even the most oblivious observer that this is the hub of the city's booming new media industry. If that's not enough, look for the construction crews.

In the past three months, three different telecommunications companies have torn up exactly the same strip of road in almost the exact same spot. Three more companies are lined up to do the same.

"The residents and store owners come out and say: 'You guys, again?'" said Rick Shone, project manager for San Francisco's Underground Construction Company, the contractor that's doing most of the digging.

Everyone from AT&T and MCI to upstarts like NextLink and Level 3 wants to install super-fast fiber-optic lines under the city's entrepreneurial Mecca. The city's attempts to make them spare the streets don't always succeed because of the fierce rivalries among the companies.

In the long run, companies say their state-of-the-art networks will offer local businesses lightning-fast access to video, voice, and data over the Internet. In the meantime, however, city officials say the hum of heavy equipment will carry on.

"We didn't become the most-wired city in the country two years running by not digging up our streets," said Denise Brady, of the San Francisco Department of Telecommunications and Information Services.

Just outside of the Wired News newsroom on Third Street, NextLink and MCI have plowed through. Now, Level 3 Communications, which is building a \$10 billion national fiber network, is putting in lines. Others, including Lightwave and AT&T have permits to go next.

And Third Street isn't the only road. Throughout downtown and adjoining neighborhoods, companies are chasing each other to put in their next-generation voice-and-data networks.

Crowding is becoming a concern. The companies have to share the same underground space with sewer pipes, electric wires, water lines, and copper telephone wires.

A lot of San Francisco's wiry netherworld is so densely populated that repair crews are having a hard time finding space to work.

On Third Street recently, a sewer repair crew actually had to work inside a three-by-five foot sewer pipe. They couldn't do the repair from the outside, as they normally would. There was no other room left.

"It's one of those streets where we seriously question if there's room for anybody else," said Vitaly Troyan of the city's Department of Public Works.

Besides crowding, the jackhammers on Third Street wreak havoc with the road itself, distract high-paid programmers and journalists trying to get work done, and close off a major route just a mile from busy downtown San Francisco.

Naturally, the city tries to push the companies to work together. But results have been mixed.

Telcos aren't thrilled at the prospect of hashing out cooperative agreements with their biggest competitors. And since companies themselves cough up the cash for roadwork, the city can't force them to work together.

Instead, permit-granting officials turn to what Troyan describes as "moral persuasion."

"What we try to do is shotgun marriages," he said. "If you're not going to use the same pipes, at least use the same trench."

The city likes to get competing companies with plans to build on the same turf to schedule their work at the same time, or at least in close succession. That way, the street might only get torn up once.

Several cities nationwide have grappled with similar strategies to handle the surge in telecom construction projects. Because it's too soon to tell exactly how much demand there will be for high-speed fiber networks, companies are rushing to get their lines in first and grab an early share of the market.

The cable-laying projects going on now won't be the last. Once all the companies install their backbone networks, they'll have to dig up even more ground when the surrounding buildings actually sign up for service.

"It doesn't matter how high-tech the industry is," said Ed Koops, engineering vice president at NextLink. "You still have to dig in the dirt."

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THE KANSAS CITY STAR

November 17, 1997 Monday METROPOLITAN EDITION

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LENGTH: 1986 words

HEADLINE: Technique for hiding utility lines also holds some hidden dangers
'Trenchless' method of digging is blamed in serious accidents.

BYLINE: GRACE HOBSON, Staff Writer

BODY:

When Ann Stickler's Merriam home blew up last month, some Johnson County officials wondered whether it could happen to some other unsuspecting resident.

The explosion apparently was caused by a mistake made more than a year earlier: A KPL gas line installed using a relatively new technology was inadvertently thrust through a sewer line. When sewer workers cleaned the lines Oct. 3, they unknowingly pierced the gas line. Gas seeped into the house, where it ignited, according to KPL and the Merriam Fire Department.

"It happened once; that means it could happen again," said John O'Neil, operations and maintenance director at Johnson County Wastewater, which cleaned the sewer lines. "That's where our concern is."

The concern is a national one. A new method of laying gas, power, telephone and cable lines called "trenchless technology" is being cited in an increasing number of accidents around the country, according to regulators and industry insiders.

At the same time, underground work has increased greatly. As development booms and technology increases, more gas, cable and telephone lines are being installed underground. Fiber-optic cables are replacing traditional phone lines, requiring even more underground construction as telecommunications companies update their infrastructure.

That means an increased use of trenchless technology.

Although supporters defend it as safe and efficient, others warn that it poses a danger if not properly used by well-trained workers.

"I promoted it in the (late) '80s," industry writer Ron Rosencrans said about the technology. "Now I'm thinking, 'Ah, we've got a problem, folks. ' "

No one has yet compiled numbers of accidents, but those who track them anecdotally said the incidents range from house explosions to the cutting of telephone service, in some cases disabling 911 service.

Kansas officials say three accidents have occurred in Johnson County since October 1996, including a house explosion that seriously injured two women. A similar explosion killed a woman in southeast Missouri last year and has utility regulators studying ways to prevent more blasts.

Accidents have occurred around the country. An explosion that leveled a house in Knoxville, Ill., in September prompted the city to ban the use of trenchless technology unless the work is done under a major intersection.

Most cities won't take that drastic step, but Knoxville Mayor Vince Harris said cities would have to grapple with the issue.

"If they continue to blow houses up and cause major damage, it's going to be a major problem we're all going to have to face," Harris said. "We just can't have this. They're coming across saying, 'It's very safe, it's a very economical commodity.' Then this happens."

Cutting through

Instead of digging a trench to lay a gas line (or fiber-optic cables, for example), a commonly used type of trenchless technology allows contractors to bore a hole directly through the ground for hundreds of feet. The equipment pulls the line back through the hole.

The advantage is that the ground is not torn up. That makes the work cheaper and quicker - no digging up and then repairing streets, for example.

The downside is that the equipment blindly tears through the earth; its operator cannot see what the equipment is boring through because the work is underground. That's how a contractor for KPL installed a gas line through a clay sewer line in Merriam.

"There certainly is a danger in these techniques, because you are going underground and you can't see exactly. When digging a hole, you see what's there," said Robert Carpenter, editor of Underground Construction magazine. "Here, there's entry points and exit points and maybe several hundred feet in between. Oftentimes, what's in between is what you're not sure you've hit or gone through."

The use of trenchless technology has increased greatly since the late 1980s because it is less expensive and less time-consuming, experts said.

The trenchless market is growing 25 percent to 30 percent a year and is expected to grow at that rate for the next decade, said Chuck

THE KANSAS CITY STAR, November 17, 1997, Monday

Henry, president of StraightLine Manufacturing in Newton, Kan., which makes the equipment.

Carpenter said: "That boom is going to continue. As the boom continues, the potential for accidents is going to **increase** as well."

How many accidents already have occurred because of the improper use of trenchless equipment - and how great the risk is for more - is up for debate. Many in the industry say such accidents are rare or even unheard of. They say the equipment is just as safe as, or safer than, traditional excavating equipment which cuts trenches.

"We haven't heard of any types of these accidents happening," said John Struzziery, vice president of a Cambridge, Mass., consulting company, who was chairman of a conference on trenchless technology in June.

But Craig Sewell, who is the director of a Hanover, Md.-based company that locates underground lines for builders, called accidents a "daily occurrence."

Sewell, who is on the board of a trade organization that is compiling accident data, said the number of accidents is disproportionately high in relation to the amount of work being done with trenchless technology.

Rosencrans, who as editor and publisher of Underground Focus magazine has written about explosions caused during trenchless applications, tracks accidents anecdotally.

"It's just amazing the denial out there on the part of the trenchless technology people," Rosencrans said. "They love their technology. They don't want anything bad said about it or thought about it. That's too bad, because we have problems they need to deal with."

Making it safer

Some manufacturers and contractors are dealing with the concerns, Rosencrans said.

For example, Ditch Witch, a manufacturer of trenchless equipment in Perry, Okla., offers users a free safety video. Training and understanding are the keys, said Audrey Branson, Ditch Witch public relations coordinator.

Those concerned about the use of the technology agree. They don't fault the equipment; they fault how it is sometimes used.

Investigators don't yet know why a gas contractor bored through a sewer line in Merriam last year. The situation existed more than a year before Johnson County Wastewater cleaned out the sewer line Oct. 3 and in the process cut the gas line.

The resulting explosion demolished the house on Hadley Street and slightly injured 72-year-old Ann Stickler.

After the explosion, O'Neil, the Johnson County Wastewater official, heard about the risks associated with trenchless technology. Concerned that more gas lines were inadvertently installed through the county's sewer lines, he wrote KPL a memo explaining his concern.

"This obviously places our crew and the general public at risk," O'Neil wrote.

KPL operations supervisor Ron Roberts responded in a memo that trenchless technology has proved safe over time and that KPL is confident the misplaced line was an isolated occurrence. At O'Neil's request, the company is gathering a map of its natural-gas mains and a listing of service lines installed since 1990, according to Roberts' memo.

The gas company doesn't plan any changes as a result of the explosion, spokesman Al Walker said.

A similar explosion last December killed a woman in Poplar Bluff, Mo. The explosion was traced to the installation of the gas line three years earlier. The Laclede Gas Co. had unknowingly used inaccurate drawings of sewer lines to guide its installation. The company didn't realize it was installing the line right through a clay-tile sewer line.

When the sewer line was cleaned on Dec. 2, a worker cut a hole in the gas line. An explosion erupted in an apartment building, killing Freita McCrillis, according to the Missouri Public Service Commission's investigative report. The commission regulates utilities in Missouri.

No regulations were breached in laying the lines, so the Public Service Commission's staff did not issue any recommendations as a result of the explosion. The commission is working with gas companies to come up with ways to make trenchless construction safer, said Robert Leonberger, the commission's assistant manager of gas safety.

Call before you dig

Locating underground lines accurately is key to avoiding accidents, and states have systems set up to aid the process.

Missouri and Kansas require companies and utilities to call notification service centers before they dig. These "one-call" centers then tell their members - cable companies, gas companies, telephone companies, for example - that the digging will occur. It is up to those utilities to locate and mark their lines.

Some utilities contract with locating companies, which flag the

lines.

The system can break down, as witnessed by a dreadful explosion in Overland Park last year. Before K&W Underground replaced a cable television line at 9146 W. 102nd Terrace, it called Kansas One-Call Inc., which dispatched a notice to five utilities.

The electric, gas and cable companies hired a locating service to mark their lines. But the gas main was incorrectly marked, according to the report filed by the Kansas Corporation Commission, which regulates utilities.

The locating service declined to comment and hung up on a reporter.

When the construction company drilled through the ground using a trenchless device, it bored through a gas main it could not see. Gas seeped into the home and was ignited, causing an explosion that leveled the house and severely injured two women.

Studies show that most accidents are caused by the contractors' failure to notify the one-call centers; careless contractors; and mismarked lines, said Sewell, who operates One Call Concepts in Hanover, Md.

Locating lines accurately can be difficult, industry experts said. Some drawings provided to locators are wrong. And some old, abandoned lines might not show up on the drawings at all.

Another tool locators use, devices akin to metal detectors, can get thrown off by all the other lines underground. Technology is improving, but it's still not perfect.

"How can I put it nicely - the accuracy of our ability to locate the things underground is not the accuracy you'd like in a brain surgeon, is it?" said John MacMullen, a staff member at the American Public Works Association in Kansas City. "Sometimes it's a foot, a foot and a half. And sometimes that difference can cause problems."

The only way to make trenchless drilling perfectly safe, Sewell said, is to dig holes so operators can actually see the lines.

And digging upends many of the benefits of trenchless technology, Sewell said.

"That's the catch-22," he said.

GRAPHIC: Graphic (color), Digging around; NATHAN OLSON/The Star

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METRO

17TH
DECEMBER 1997
WEDNESDAY

Utility's fiber optics street work draws fire

■ City considers regulating employees of contractors

ANN BAKER STAFF WRITER

More streets were torn up in St. Paul during the past construction season than at any time in recent memory. The work disrupted traffic, disturbed businesses and dismayed local labor organizations.

Much of the work was done by nonunion labor brought to St. Paul by Fishel Co., an Ohio company hired by Brooks Fiber Properties, a private telephone utility based in St. Louis.

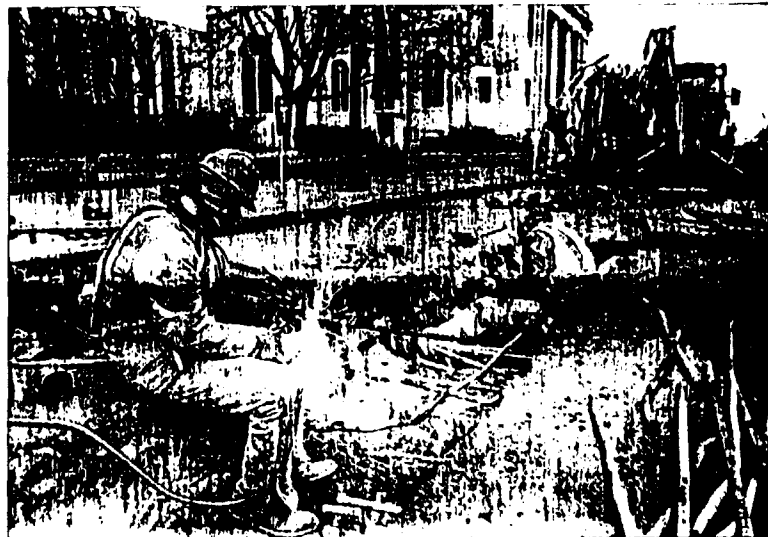
Since June, Brooks has paid its subcontractors to drill open 213 blocks of St. Paul streets, then fill them again. Work still is under way at a few locations in Lowertown, on Dayton Bluff and near Children's Hospital.

City officials say the company moved at breakneck speed and dug numerous trenches to get its fiber optics cable into St. Paul's public right of way. It's the start of intense competition among telephone companies after federal telecommunications deregulation.

An ordinance coming to a vote Wednesday would attempt to curtail the confusion by requiring a

STREET WORK

Last month, the Council ruled that a single contractor can have no more than three contiguous blocks open at a time. It also set a penalty for keeping a trench open more than five days; fines could mount to more than \$400 a day.



CRAM BORCH/PIONEER PRESS

Mueller Pipeline employees connect reinforcement bars that were left dangling when Fishel Co. crews installed fiber-optics cable in University Avenue near Park Street.

STREETS CONTINUED ON 4B ▶

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PIONEER PLANET

Utility's fiber optics street work draws fire

Deck: 2 lines

City considers regulating employees of contractors

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City officials say the company moved at breakneck speed and dug numerous trenches to get its fiber optics cable into St. Paul's public right-of-way. It's the start of intense competition among telephone companies following federal telecommunications deregulation.

An ordinance coming to a vote Wednesday would attempt to curtail the confusion by requiring a private utility contractor's employees to be certified by the city as qualified to do the work. The measure also calls for a permit to be revoked if the contractor fails to report injuries or damage to other utilities or hires illegal workers.

In November, the Council ruled that a single contractor can have no more than three contiguous blocks open at one time. It also set a penalty for keeping a trench open more than five days; fines could mount to more than \$400 a day.

Already, half a dozen other telecommunications firms have permit applications pending. Assistant City Engineer Tom Kuhfeld expects two or three will end up cutting open the streets again during the next two years before the dust of the new competition settles.

"It's a three-year explosion and there's two years to go: companies are trying to out-compete one another," said Kuhfeld, who manages the streets. "That's the nature of it. They don't want anybody to know they're doing it, and then they do it all at once."

A Brooks Fiber official said his company installed 100 miles of fiber optics cable across the Twin Cities area this year and plans to install another 100 miles next year, mostly in suburban areas.

In St. Paul, complaints about the Brooks project -- ranging from huge amounts of street being open at once to low wages paid to out-of-state, nonunion workers -- have brought the St. Paul City Council to consider controls on future tear-ups of the city streets by private utilities.

"They blitzed through the downtown," said Gary Erickson, a city engineer who manages street maintenance. "They had a massive amount of work. We aren't used to that. It was disrupting to everybody. I was very upset at the beginning."

"Once we got them on track, they followed our direction. I was generally pleased with their work," Erickson added.

But several city workers who helped restore the streets' blackout said crews continued to fail to address construction and safety procedures, such as setting up warning lights around open trenches.

Equally upsetting to members of the 2,500-strong Construction and General Laborers Union Local 132 were workers' long hours and low-base pay. They fear that more such traveling crews may erode the wages unions have negotiated with local contractors.

Business agent Randy Parker said, "I walked up to a foreman, showed him my union card. He showed me his: 'Nonunion and proud of it.' They had trucks from Texas, Arizona, Ohio, California. I followed them. Some lived in apartments on Burns Avenue. Others lived at Mary Hall and ate at the Dorothy Day Center and Union Gospel Mission."

A Brooks official denied that any of the crew members stayed at shelters. "That's not true; those folks were put up in a hotel," said Tony Capers, vice president and general manager of Brooks Fiber Minnesota, which opened an office in Minneapolis six months ago.

Brooks subcontracted much of its work from Fishel Co. of Columbus, Ohio, which brought nonunion crews from Texas and other southern and western states. They typically worked seven days a week and 12 to 14 hours a day.

Some of the workers reportedly told local union members they were paid only \$7 to \$9 an hour, well below standard local union wages of \$17.35 an hour plus benefits for highway work, or \$14 plus benefits for fiber optics drilling.

Eric Smith, executive vice president at Fishel, said the current base pay is \$8 to \$10 for traveling laborers, plus benefits, \$30 a day for board and room and a profit-sharing plan that, this year, adds up to another \$2.30 an hour for workers who've been with the company for a year or more. Smith said nearly all those who came to St. Paul got the profit sharing.

Smith said he found rooms for the workers at a Woodbury motel, encouraging them to "double up, triple up, quadruple up to save their money."

As for a rumor that several Fishel workers were found to be illegal aliens and were deported, the immigration agents who were asked to investigate said they did four random checks but found no workers who were non-citizens or lacked work permits.

Some critics also complained that Fishel crews struck Northern States Power gas lines several times. Reports in the St. Paul Public Works Department show Fishel made six hits, at least two requiring evacuations. All were attributed to NSP having missing or misplaced gas line markings in the street.

Mueller Pipeline Co., a locally respected union firm that Brooks subcontracted with to do part of the labor, struck NSP lines four times. Utility experts in the Public Works Department said 10 hits in a season is not unusual considering the huge amount of work that was done.

So far, St. Paul has charged Brooks \$41,600 for permits. City authorities also are charging a restoration fee, which is being calculated block by block; restoration of the first 10 blocks is figured to cost about \$40,000.

"I'm guessing it will be up to \$500,000," Kuhfeld said.

He worries about damage to the streets from reopening and repatching, with more work yet to come from competitors. "When they don't leave the street in a good restored condition, I'm guessing what the city's future costs may be."

In March, the Minnesota Public Utilities Commission is expected to adopt new rules to protect local streets by allowing cities to charge damage fees.

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SECTION: B; Pg. 4B

LENGTH: 267 words

HEADLINE: Nevada briefs

BODY:
Shooting leaves
one man dead

CARSON CITY _ A shooting in a field outside a casino left one man dead and three others seriously injured. Clint Jacobo, 20, of Carson City, died at the scene late Friday night near the Pinion Plaza on U.S. Highway 50. Three companions were injured and taken to Washoe Medical Center in Reno, where they were listed in serious but stable condition. Their ages range from 16 to 21.

Defendant seeks to represent self at trial

RENO _ A 28-year-old man charged with the hatchet killing of a University of Nevada, Reno police officer wants to represent himself at his Sept. 7 trial. Washoe District Judge Connie Steinheimer has scheduled a Tuesday hearing on Siaosi Vanisi's request. In a handwritten letter to the judge, Vanisi gave no reason for wanting to represent himself.

Prosecutors are seeking the death penalty for him on first-degree murder charges. Vanisi is accused of killing police Sgt. George Sullivan, 43, in January 1998 at UNR's main entrance.

Power company pays \$ 90,000 in penalties

RENO _ Sierra Pacific Power Co. has paid the city of Reno about \$ 90,000 in penalties for digging up a newly resurfaced street to put in a new water main. The Reno-based utility dug into a section of **Plumb Lane** in southwest Reno that was resurfaced in 1995 and redone in 1996 when the asphalt did not properly compact. "We have a five-year, no-cut policy on (repaved) streets," said Gary Stockhoff, the city's engineering services manager. "If they come in during that five years and cut that street, they have to pay a penalty."

LANGUAGE: ENGLISH



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Road Kill on the Information Highway

Rise of Underground Cables Tears Up the District's Streets

By Stephen C. Fehr
 Washington Post Staff Writer
 Sunday, March 21, 1999; Page A1

The District's major streets are being sliced open by telecommunications companies at an unprecedented rate, disrupting traffic and worsening already deteriorating pavement, according to city officials.

The reason is a surge of activity by highly competitive telecommunications firms that are installing hundreds of miles of underground fiber-optic cable. At least seven companies are laying lines or are planning to place them.

"By this summer, there could be more cuts than we've ever seen," said Gary A. Burch, the city's chief engineer, who is responsible for the upkeep of the District's 1,020 miles of roads. "We're trying to control it, but it's getting progressively worse. They're tearing up the streets faster than I can fix them."

Nearly 1 million vehicles a day travel D.C. streets, most from Maryland and Virginia, according to the city's public works department, which makes roads a key factor in shaping the city's image.

The telecommunications explosion is the latest challenge in the District's struggle to manage its streets. From the manhole cover down to the subway platform, underground Washington is a labyrinthine network of older sewers, water mains, natural gas pipelines, electrical conduit, cable TV and telephone lines that need constant repair. The record number of water main breaks this year was a reminder of how fragile that subterranean network is.

Now, the boom in telephone, cable TV and high-speed Internet services adds another layer to an already crowded underground, leading top city policymakers to consider how they will control the problems that all that digging causes.

The city likely will increase the fees it charges companies for permits, city officials said, because the current charges are relatively low at \$25 to \$40 for a permit that includes several street cuts. The government also is considering charging rent for the underground public space companies are using.



Kevin Tucker shines his flashlight on city sewer tunnels.
 (By Nancy Andrews — The Washington Post)

"It's a delicate balance," said Deborah A. Price, the city's transportation director. "We don't want to be anti-business. But we've gone through a long period of disinvestment in the city's streets. As we now catch up, we need to make sure no one is going to come in after we've done work and shorten the useful life expectancy of those streets."



Workers need to use ropes as well as the ladder to negotiate the slimy steps of this 35-foot hole.

(By Nancy Andrews - The Washington Post)

City officials can deny a permit if they believe work will be too disruptive, and they can fine or sanction companies for damaging streets. But so far, they have not used that authority because they are giving firms a chance to demonstrate that they will leave the streets in good shape, Burch said.

After it cuts into a street, a company must make a temporary patch, usually by

pouring asphalt into the hole, until more extensive, permanent repairs can be done.

The temporary fixes have led to potholes and bumpy pavement throughout downtown, but, Burch said, "I'm not aware of any gross violations by the companies. The test will come when they start doing permanent repairs."

Drivers, pedestrians and businesses all have taken notice of the added digging. Fluorescent paint marks and thin slices in the pavement tag the spots for planned excavations, while troughs mark ongoing construction.

"It seems like there's some type of disruption every day," said Valentina Abney, 32, who has driven between her Northeast Washington home and downtown for six years.

The District government has been averaging about 9,000 applications a year from utility companies seeking permission to make repairs or install systems under the street. Last year, the number swelled to 15,000 applications, spiked by telecommunications companies. A single application can contain several pavement cuts.

"Any infrastructure you put in is going to be disruptive during installation," said James Trefil, a George Mason University professor who writes extensively about technology and science in cities. Yet, "a city whose streets aren't all torn up is on its way to death."

On any given day, the city office that approves permits has 20 pending applications from telecommunications companies, many several inches thick. One that recently was in the stack came from e.spire Communications Inc., which is asking to dig a 4,885-foot-long trench for eight blocks of L Street NW between 12th and 20th streets.

A maddening situation can occur when long neglected streets are repaired by the city, only to be reopened by a company. Constitution Avenue NW between 12th Street and Virginia Avenue was resurfaced last year, for example, but is being opened by e.spire to install local voice and data lines.

"People are going to look around and say, 'You dummies. Why are you doing this street again?'" Burch said. "I'm going to give people the companies' phone numbers."

The city attempts to coordinate installations and street rebuilding, Burch said, or to reroute lines around recently repaved streets. But it hasn't always been possible.



Stephen Couture, 24, of Glen Burnie, lays pipes for fiber optic cables.
By Nancy Andrews - The Washington Post

Burch said the provisions for temporary fixes and threats of penalties are tough. "We're exacting Draconian repair measures from these companies, and they know it." And some representatives of the telecommunications companies noted that under terms of their permits, the companies must pay to patch not only the trenches they dig but the entire lane if a road was recently repaved.

"We may disrupt some of the street, but we do put everything back, sometimes with a newer and better street," said Peggy Disney, a local spokeswoman for e.spire.

Disney said she was "perplexed" by Burch's pointed comments because improved communications capabilities enhance the city. "We're adding value to Washington's infrastructure. There's a huge demand for communications traffic, a need for Internet traffic," Disney said. "An end result of this is that a lot of companies will want to do business in D.C."

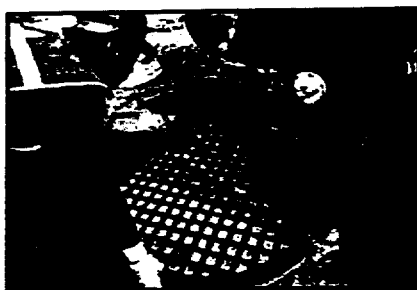
Price replied: "We are interested in the technology improvements and support economic development. But we also have to assure our residents that our road system can be maintained at a quality level."

What's distinctive about the telecommunications excavations – and troubling to city officials – is their size. "These are not what we call 'maintenance cuts,'" Price said. "They are coming in with widespread cuts across the city."

When Potomac Electric Power Co. or Washington Gas cuts the street for repairs or installations, their roughly 6-by-6-foot rectangular holes generally are confined to a specific location along one street. The telecommunications cuts are narrow – at no more than two-feet wide – but extend several blocks.

One of e.spire's approved permits requested a five-mile cut along North Capitol Street, the longest excavation the city has had other than Metro. Another request, from Starpower, troubles Burch. Starpower, a Pepco subsidiary, plans to install its network during the

next two years below and above ground, including along several recently resurfaced streets.



David Young and Steve Medley return a cover onto a manhole.

(By Nancy Andrews - The Washington Post)

of the telecommunications companies pressing for quick permit approval, a demand that taxes a city office staff trimmed in recent years from 15 to six. "One guy said, 'I need a permit by next week or I'll get fired,' " Burch said.

"We'll comply completely and fully with the city's regulations," said Tony Peduto, Starpower's general manager. "Everything will be restored. This is short term pain for the opportunity for residents to have access to technology for the next 30 years."

The drive to install fiber-optic lines and offer service has some

City officials acknowledge they need to improve the permitting process, allowing companies to apply online, for example. "We're trying to be reasonable and flexible," Burch said, "but the people coming in for permits are all very, very nervous and annoying because they're here all the time."

Besides increasing permit fees, the District is weighing rental fees similar to the approach Metro takes in charging telecommunications companies that rent space in its train tunnels.

"The idea is to explore a fair charge for their use of the streets, to recapture the lost usefulness of the street due to all these cuts," said Erie Sampson, chief counsel for the D.C. public works department.

Prince George's County, Sampson noted, recently decided to charge telecommunications companies a percentage of their gross revenues to offset the use of public space. The industry fought the proposal and said it would object to the District following suit.

"If the city feels they aren't adequately compensated for the use of their right of way, there are existing mechanisms to recover costs, such as increasing the permit fees," said Stephen H. Clawson, a spokesman for AT&T, the leading opponent of the Prince George's fee.

Meanwhile, drivers, residents and businesses are guaranteed years of disorder as the networks are installed. On a recent day, digging on 21st Street NW between L and M took two of three southbound lanes from drivers. The slightest interruption – a taxicab dropping off a fare – created a 12-car backup.

"It's just part of being in D.C.," John Roman, 29, who commutes between Silver Spring and downtown. "Potholes everywhere and cars parked illegally. Construction is just one more headache."

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INFRASTRUCTURE

Taxing the Craters In the Street

It was a bizarre afternoon of show-and-tell a few weeks ago at the Federal Communications Commission. The overflow crowd in the FCC hearing room was treated to slide shows, a 3-D model of a city intersection and a whole parade of exhibits and images. It was very colorful. But it wasn't very pretty. The audience was watching a display on the destruction of urban streets and sidewalks.

The city engineer of Richmond, Virginia, showed slides of Richmond's historic Shockoe Slip neighborhood. Its cobblestone streets had been torn up by crater-sized potholes. The holes had been filled with asphalt, but the huge black asphalt patches utterly ruined the intricate fish-scale pattern. To fix it properly, the whole street would have to be reset in stone.

The engineer from San Francisco's public works department showed pictures of the city's trademark hilly streets. Then he switched to a close-up of a 12-year-old road that had been dug into 17 different times over those dozen years, and dipped noticeably as a result. Slides from Minneapolis showed a street with so many ribbons of road cut out that only a triangular slab of the original street remains, and it rocks every time vehicles go over it.

To a casual visitor, the subject was cracked pavement. But the real focus was on what's underneath those streets and sidewalks—the buried maze of utility lines and conduits running through municipalities everywhere. Those utility digs are the source of all the cracked and disfigured streets shown at the FCC that morning. They are an issue in much of the

Unleashed from competition, phone and cable companies are about to start a new round of jackhammering on the pavement of America. Cities think they deserve more compensation for it.

BY ELLEN PERLMAN

country because a slew of additional telephone and cable companies is expected to begin hammering away at city streets in the coming months and years.

The reason is the new federal communications law that promotes competition for local telephone and telecommunications service. Cities aren't trying to block

the competition—they just want the companies that dig into their pavement to pay a greater price for the damage they do. And cities don't want to lose their authority to manage the activity going on in their struts. "Local governments across the country are genuinely anxious," says Victor Ashe, mayor of Knoxville, Tennessee, who spoke at the FCC forum. "We see the big boys using their clout to run over our rights of way."

For the last century, this issue hardly came up. Communities have been served by monopoly phone companies that generally received free access to local rights-of-way in exchange for providing universal service and having their rates regulated by government. But when the 1996 telecommunications law swept away local monopoly service, it also generated a new sense of activism on the part of communities that don't want the new era of competition to mean a new era of costly street repair.

The localities are talking about what the law calls "fair and reasonable compensation," and to most of them, that means franchise fees from telecommunications providers who want to dig underground. Cities and counties have paid billions of dollars over the years to maintain their street systems and repair utility damage. Now that private companies are free to make as much money as they can using those streets as conduits, local governments don't want to subsidize them.

The businesses, on the other hand, think franchise fees amount to a "barrier to entry" that will inhibit competition. They say the fees are not "competitively neutral," as called for under the law, because the old



monopoly companies, most of them franchised long ago by the states, are not required to pay them.

Some elements in the industry say flatly that if cities insist on charging them high franchise fees, they can forget about saving money from increased competition. In fact, some of them warn, a city that gets too hungry for franchise revenue might not see many competitors coming in at all. "Cities ought to think long and hard before using franchise fees as a revenue-raising thing," says Mary McDermott of the United States Telephone Association. "There's the potential of depriving cities of telecommunication services."

The localities would prefer that the FCC stay out of the dispute and leave it to be settled at the state and local levels. Most of them don't view the federal commission as an impartial arbiter. "The FCC is a captive of industry. It always has been," says Robert Fogel of the National Association of Counties. "It's a regulatory agency that deals with the telecommunications world. That's their constituency. We aren't."

Indeed, when the FCC held its hearing in December, local officials were there to urge the commissioners to step aside.

Telephone companies hope the Federal Communications Commission will side with them. Mayors wish the FCC would stay out of the fight altogether.

"Stay out of the rights-of-way management and compensation questions," urged Marilyn Fraisner, council president in Montgomery County, Maryland. "Respect the role of local government in the federal system. We cannot allow a federal agency to give away public property."

The telecommunications industry, on the other hand, would just as soon take its chances with the FCC. Otherwise, argues Daniel Brenner of the National Cable Television Association, the new federal law "will be governed by provincialism of the worst sort." The point of the law, he insists, is to deregulate phone service, not to allow local governments to add layers of regulation—especially regulation that doesn't apply to the longstanding monopoly phone companies.

The immediate target of all this jurisdictional jousting is a case involving Troy, Michigan, that the FCC has already heard and is expected to decide soon.

A few years ago, Troy was approached by several new companies that wanted to

come in and serve the community. The city council realized it had no plan for managing the activities of all the firms that wanted to dig ditches and drop equipment under the streets. So Troy came up with an ordinance requiring companies that wanted to compete in the telephone market to obtain a franchise from the city. All companies must pay either 5 percent of their annual gross revenues or pay annually by the foot for the placement of their lines.

The city figured those payments would defray the many costs associated with managing rights of way. For instance, Troy must oversee the activities of the companies, do engineering reviews and buy insurance coverage in case, say, a resident grabs a telephone line and is electrocuted.

And even though companies pay to repair roads after they cut them up, the life of the roads is shortened by all the patching. Money for one-time repair does not cover the more frequent repaving a city ends up doing as a result of utility installation. The problem is only exacerbated when five or 10 or 20 companies want to come in and dig.

But the ordinance has been challenged

At the same time they're waiting for an FCC decision, local governments are trying to launch preemptive strikes against the industry in their state legislatures. They want to avoid what happened in 1985 in Colorado.

Lawmakers in that state, anticipating passage of the federal law, put their seal of approval on just the kind of measure municipalities dread. Colorado's telecommunications law bars cities from charging annual rent for use of their rights of way. Companies need pay only for repairing the specific damage they do to streets.

In deciding what to do in the coming era of deregulation, the Colorado legislature essentially was faced with two choices. It could make U S WEST, the state's longtime monopoly provider of local telephone service, start paying fees it had never been required to pay before. Or it could excuse all companies, including the upstarts, from paying them. Lobbied strongly by U S WEST and its allies, the legislature chose the rent-free plan.

"Cities did feel as if their hands were tied," says state Senator Michael Feeley, the sponsor of the bill, "and they were. There were good reasons for it... Cities shouldn't be in a money-making business."

In Feeley's view, the companies would just pass the cost of their franchise fees along to users of the service, reducing any savings created by the enhanced competition.

Feeley acknowledges that when utilities cut up the streets, it reduces their useful life. But he believes cities should calculate that into the repair and maintenance charges the law allows them to impose. He doesn't see why there have to be additional out-of-pocket costs to the city.

Municipalities, on the other hand, believe that they will end up paying hidden costs for street deterioration, and that the taxpayers will ultimately bear a new financial burden that rightfully belongs to businesses. And they have been goaded into action in much of the country by what they see as a disastrous result in Colorado. "Localities got steamrolled out there. Industry won hands down," says R. Michael Amyx, head of the Virginia Municipal League, who anticipates a similar battle in his state. "There's going to be a lot of war story-swapping around state legislatures as we start to feel the heat on this."

by TCI, the company that now provides Troy's cable TV service. TCI has asked the federal commission to preempt Troy's regulations as being an entry barrier to all companies wanting to provide telephone service. Barriers to entry are explicitly prohibited by the new federal law.

One reason TCI fought the Troy ordinance is that Ameritech, the city's monopoly telephone company, is not covered by the ordinance and therefore doesn't have to get a local franchise. Ameritech was franchised by the state of Michigan in 1904, long before the constitution was changed to give local governments that authority. To soothe things, Troy has asked Ameritech to apply for a franchise like everyone else. But it's uncertain whether the city has the authority to force the issue.

Cities and counties around the country are waiting anxiously for the outcome of the Troy case at the FCC. Many are now in the process of drafting their own rights-of-way ordinances. At least 150 municipalities in more than half the states wrote to the FCC on behalf of Troy.

8TH STORY of Level 1 printed in FULL format.

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LAND MOBILE RADIO NEWS

June 28, 1996

SECTION: Vol. 50, No. 26

LENGTH: 490 words

HEADLINE: MONTGOMERY COUNTY COUNCIL OVERRIDES VETO, TAXES SMR, PAGING CARRIERS

BODY:

Overriding a county executive veto, the Montgomery County, Md., Council this month voted to impose a tax on providers of specialized mobile radio (SMR), paging and other services that qualify as commercial mobile radio services, as defined by the FCC. The action has carriers talking about ways to reverse the tax, or at least prevent other municipalities from imposing similar ones.

Speaking at this week's leadership conference held in Washington by the American Mobile Telecommunications Association (AMTA), Michele Farquhar, chief of the FCC's Wireless Telecommunications Bureau, agreed that the commission views the tax "as a danger." She said that for companies that pay for their spectrum, such as SMR and personal communications services (PCS) operators, Montgomery County's action could be viewed as "being taxed twice."

She added that FCC Chairman Reed Hundt is concerned that other local and state governments may follow Montgomery County's lead--a similar measure was defeated this month in Fairfax County, Va.--and the commission may take some action in the next month or two. Farquhar noted that such taxes may conflict with section 309(j) of the Communications Act of 1934, which says that "no state or local government shall have any authority to regulate the entry of or the rates charged by any commercial mobile service or any private mobile service." Since the companies reportedly plan to pass the tax on to consumers, the tax would amount to a rate increase.

Also at the meeting, AMTA members discussed possible ways to fight the tax. Speaking at a regulatory forum, Michael Hirsch, vice president-external affairs for Geotek Communications Inc., suggested that AMTA write a letter to Montgomery County showing how the law may do "economic harm."

AMTA General Counsel Liz Sachs added that one approach would be to convince local and state governments to tax only large SMR operators that compete with cellular and personal communications services (PCS) providers--not small, more traditional carriers. This would mirror an approach considered by the FCC, which seems likely to distinguish between "mass market" and "business-to-business" SMR operators when imposing CMRS regulations (LMRN, June 14).

"But it's going to be a tough argument," Sachs cautioned. "[Local governments], like everyone else, are trying to make more money."

Under the measure, on July 1 the county will begin taxing CMRS

LAND MOBILE RADIO NEWS June 28, 1996

providers 92.5 cents a month for each customer with a county billing address. Paging and SMR carriers that offer for-profit service to the public or a substantial portion of the public, along with interconnect to the public telephone network, are considered CMRS providers. The Montgomery Council voted 7-2 to override a veto by County Executive Douglas Duncan, who called the measure "anti-business."

LANGUAGE: ENGLISH

LOAD-DATE: November 5, 1996

3RD STORY of Level 1 printed in FULL format.

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THE BALTIMORE SUN

May 21, 1999, Friday , FINAL

SECTION: LOCAL ,4B

LENGTH: 356 words

HEADLINE: \$2.6 million budget OK'd in Montgomery; Council makes small cuts in spending plan, taxes

BYLINE: Candus Thomson

SOURCE: SUN STAFF

BODY:

ROCKVILLE -- The Montgomery County Council, often accused of being dominated by tax-and-spend liberals, did a little less of both in approving a \$2.6 billion budget for fiscal year 2000.

The council gave County Executive Douglas Duncan almost all the money he asked for in March, but trimmed \$2.6 million from his proposed spending plan. It also passed along to taxpayers a series of small cuts totaling \$7 million in the first year, and increasing to \$24 million after three years.

The fiscal spending plan is 7 percent above the current year, but 1 percent below a spending cap the council set last month.

A final vote will be taken by the council Thursday, before the budget goes to Duncan for his signature.

The robust economy and a surplus of nearly \$100 million gave Duncan and the council more room to maneuver than at any time this decade.

"It is a big budget, but it is a balanced budget," said council President Isiah Leggett. " It gives tax relief, it pays for new initiatives, it gives us flexibility."

Duncan concurred, calling the budget "a balance between tax relief and improved services."

Residents will get a tiny income tax break -- about \$50 on a \$50,000 salary -- and the pesky 90-cents-a-month excise tax on cellular phones will be eliminated.

Property taxes will drop, too: a decrease of 2.6 cents per \$100 of assessed value from the current average rate of \$2.54 per \$100.

County officials have been on the defensive about taxes since they raised the piggyback tax from 50 percent to 60 percent in 1992 during the height of the recession.

The Baltimore Sun, May 21, 1999

Leggett acknowledged this year's cuts are small, but said it "sets a trend" and keeps faith with taxpayers who supported the council's budget authority during numerous tax cap ballot questions.

The budget includes \$1 billion for education, a 6.3 percent increase over the present budget.

It reduces class sizes, including limiting first- and second-grade reading classes to 15 pupils and ninth-grade algebra classes to 20, and raises per-pupil funding to \$8,448, the highest in the state.

LOAD-DATE: May 22, 1999

ATTACHMENT B
Municipal Economic Development Agencies

Indianapolis, Indiana Department of Metropolitan Development
Jacksonville, Florida Economic Development Commission (JEDC)
City of Boston, Massachusetts Office of Business Development
Cincinnati, Ohio Department of Economic Development
Albuquerque, New Mexico Office of Economic Development
City of Dallas, Texas Economic Development Department

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Message from the Director

Welcome to the website of the Department of Metropolitan Development.
This site is full of valuable information:

- How to access the broad range of [departmental services](#), including those dealing with abandoned buildings, building permits, code enforcement, economic development, historic preservation, housing grants, neighborhood planning, and zoning administration;
- Facts about [development and neighborhood life](#) in Indianapolis;
- A description of the several [boards and committees](#) that make departmental decisions; and
- A list of the many [public meetings](#) held by the department (859 in 1998).

If you have questions or thoughts, please consult our [staff directory](#) and send an e-mail to the able, ready-to-help person who is responsible for the issue in which you have an interest. Or, write to me at dmddirector@indygov.org.

Gene Lausch

Director, Department of Metropolitan Development

Questions or Comments about this web page? Visit our [feedback forum](#) and let us know!

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**CITY OF
Jacksonville**citizen
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Business Information

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More than 50,000 new jobs have been created by companies expanding or relocating here during the last five years. A central location with access to road, rail, sea and air transportation has made Jacksonville the intermodal hub of the southeast United States.

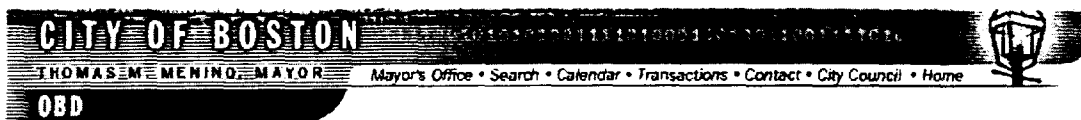
The continual influx of new business into Jacksonville is driven by the positive economic climate the city boasts. Jacksonville's deep-water port is the 14th largest in the U.S. and handles shipments from around the globe.

Jacksonville's appeal as a premier place to do business has been reinforced by national media attention, including a steady ranking among the "top ten best places to live" by *Money* magazine. Plus, the January 1999 issue of *Expansion Management Magazine* ranks Jacksonville No. 1 in the country as a site for expansion or relocation. A growing economy, a strong workforce and an excellent living environment are just some of the reasons why you should do business in Jacksonville.



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Boston, MA 02108
phone \(617\) 635-2000
fax \(617\) 635-0282](#)

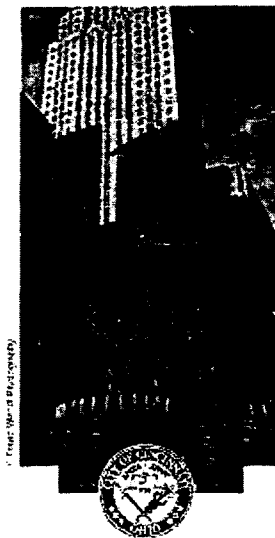
[email: business_obd@ci.boston.ma.us](mailto:business_obd@ci.boston.ma.us)

Boston Business Assistance Team

[Boston Empowerment Center
20 Hampden Street
Roxbury, MA 02120
phone \(617\) 445-3413
fax \(617\) 445-5675](#)

[email: business_obd@ci.boston.ma.us](mailto:business_obd@ci.boston.ma.us)

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Contact Us

City of Cincinnati Department of Economic Development
805 Central Avenue Suite 710
Cincinnati, Ohio 45202
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fax 513/352-6257

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CITY OF ALBUQUERQUE**Mayor Jim Baca*****Complete Department Listing***

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|--|---|
| <u>MAYOR / CAO OFFICE</u> <u>Jim Baca</u> , Mayor <u>Lawrence Rael</u> , CAO <u>Vickie Fisher</u> , Deputy CAO <u>Theresa Trujeque</u> , Deputy CAO City / County Bldg. - 11th Floor 768-3000 | <u>CITY COUNCIL</u> <u>Mark Sanchez</u> City / County Bldg. - 9th Floor 768-3100 |
| <u>AVIATION</u> <u>Jay Czar</u> 2200 Sunport Blvd. SE / 87106 842-4366 | <u>INTERNAL AUDIT</u> <u>Debra D. Yoshimura</u> City / County Bldg. - 5th Floor 768-3150 |
| <u>CITY CLERK</u> <u>Margie Baca Archuleta</u> City / County Bldg. - 11th Floor 768-3030 | <u>LEGAL</u> <u>Robert M. White</u> City / County Bldg. - 11th Floor 768-4500 |
| <u>CONVENTION CENTER</u> <u>Ron Bessera</u> 401 2nd St. NW / 87102 768-4575 | <u>OFFICE OF ECONOMIC DEVELOPMENT</u> <u>Erik Pfeiffer</u> City / County Bldg. - 3rd Floor 768-3270 |
| <u>CORRECTIONS / DETENTION</u> <u>John Dantis</u> 415 Roma NW / 87102 764-3500 | <u>DEPARTMENT OF SENIOR AFFAIRS</u> <u>Lydia Lopez Succi</u> 714 7th St. SW / 87102 764-6485 |
| <u>CULTURAL SERVICES</u> <u>Connie Beimer</u> 400 Marquette NW / 87102 - 6th Floor 768-3555 | <u>PARKS & GENERAL SERVICES</u> <u>Pleas Glenn</u> 1801 4th St. NW / 87102 768-5300 |
| <u>EMPLOYEE RELATIONS</u> <u>Peggy Hardwick</u> 600 2nd St. NW / 87102 - 8th Floor 924-3633 | <u>PLANNING</u> <u>Robert McCabe</u> 600 2nd St. NW / 87102 924-3860 |
| <u>ENVIRONMENTAL HEALTH</u> <u>Sarah Kotchian</u> City / County Bldg. - 3rd Floor | <u>POLICE</u> <u>Chief Gerald T. Galvin</u> 400 Roma NW / 87102 - 5th Floor |

| | |
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| 768-2600 | 768-2200 |
| <u>FAMILY & COMMUNITY SERVICES</u> Gerald Ortiz y Pino 400 Marquette NW / 87102 - 5th Floor 768-2860 | <u>PUBLIC WORKS</u> <u>Larry Blair</u> City / County Bldg. - 5th Floor 768-3627 |
| <u>FINANCE & MANAGEMENT</u> <u>Anna Lamberson (Cindy)</u> City / County Bldg. - 7th Floor 768-3500 | <u>SOLID WASTE MANAGEMENT</u> <u>Orlie Sedillo</u> 4600 Edith NE / 87107 761-8100 |
| <u>FIRE DEPARTMENT</u> <u>Chief Morris Huling</u> 724 Silver SW / 87102 764-6300 | <u>TRANSIT / PARKING</u> <u>Anne Watkins</u> 601 Yale SE / 87106 764-6100 |
| <u>HUMAN RESOURCES</u> <u>Ralph Salas</u> 400 Marquette NW / 87102 - 7th Floor 768-3700 | PLEASE NOTE: Mail for City / County Bldg. should be mailed to P.O. Box 1293, Albuquerque, NM 87103 |

Last updated: August 30, 1999

Design and graphics by Andrew Selby

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Comments to: Mayor Jim Baca



Economic Development

Linda Brown

-

Department Director

Phone: (214) 670-1686

FAX: (214) 670-0158

1500 Marilla, Room 5C South

Dallas, TX 75201

| | | |
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| Business Services and Incubators | Tax Incentives | Sales Tax Exemption |
| Loan Programs and Financing | Neighborhood Renaissance Program | Utility Discounts |
| Business Parks | Job Training | Brownfields Program |
| Development Coordination | Transportation Regulation | South Dallas/Fair Park Tr |

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| Frequently Asked Questions | Department Functions | Department Contacts |
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Mission:

To improve the quality of life for the citizens of Dallas through the encouragement of investment and tax base growth by reg development, transportation, and creating and retaining jobs in diverse industries, resulting in the creation of an adaptive a economy for the future.

Business Services and Incubators:

Business Retention and Expansion Services/Development Coordination:

Professional business development coordinators in the City's Economic Development Department are ready to assi businesses. Finding solutions to problems with City services by aggressively pursuing interdepartmental response coordinators do best. The City's business development coordinators will also help you understand how your busin and/or relocation within Dallas can achieve the highest level of benefits by accessing City programs and services.

For assistance call: (214) 670-1685.

Development Coordination

The City of Dallas is committed to economic development and to being a helpful and enthusiastic partner in the development process. Since it is important that you remain informed and can obtain ready assistance through the development coordination services have been established to provide project coordination for development projects troubleshooting, problem solving, and problem intervention in the development processes.

We have prepared a Development Guide which addresses as many facets of the development process as possible. It includes sections on Business Development, Property Development, Construction Review, Special Review Process, Development Coordination in the City of Dallas, as well as directories for business and property development, fees, index to codes, ordinances, resolutions, and manuals.

If you need assistance with a project or clarification of a process or procedure, contact the Development Coordinator at 214-948-4326.

Bill J. Priest Institute Business Incubator:

The Bill J. Priest Business Incubation Center is both a process and an environment to support young companies during their first four years of business which is their most vulnerable period of development. The incubator provides professional business services management assistance/training to enhance the success rate of its occupants. The Business Incubation Center provides 100,000 square feet of building space.

For assistance call: (214) 860-5851.

Business Assistance Centers:

The five Business Assistance Centers (BAC's) are located in the City of Dallas' three enterprise zones to serve and assist small businesses as a community resource for business information, assessment of business needs, and the BAC's provide business incubator space to offset the cost for new startup businesses.

BAC #1: Greater Dallas Hispanic Chamber of Commerce (GDHCC)
4622 Maple Ave., Suite 207
(214) 521-6007

BAC #2: Inner-city Community Development Corporation (ICDC)
2503 Martin Luther King Blvd.
(214) 426-5657

BAC #3: West Dallas Neighborhood Development Corporation (WDNDC)
2907 N. Hampton Rd.
(214) 688-1596

BAC #4: The PAZ Group
220 W. Jefferson Blvd.
(214) 942-5029

BAC #5: Paul Quinn College - operated by MBA Consultants, Inc.
3837 Simpson Stuart Rd.
(214) 302-3570

Brownfields Program:

Assistance in the economic revitalization of perceived or real environmentally-impaired real estate in Dallas. This Program is a commitment of the national Environmental Protection Agency's commitment to help revitalize abandoned, idled or under-used in commercial facilities where expansion and/or redevelopment is complicated by real or perceived environmental contamination. If you are interested in learning more information about the City of Dallas Brownfields Program please call (214) 670-4326.

Public/Private Partnership Program (Summary):

It is the purpose of the following programs to provide assistance only for projects where such assistance is necessary for private investment. As such, these programs are available when agreements between the City and private parties who are tax-exempt are approved by the City Council prior to private investment occurring.

Tax Abatement:

Temporary abatement of either real estate or personal property taxes. Tax abatement for personal property taxes is available to businesses to remain within the tax abatement reinvestment zone for twice as long as the duration of the abatement. Recipient firms provide annual certification of job requirement. Hiring Bonus is applied when a company co-located in an enterprise zone residents and/or economically disadvantaged for 50% or more of the new workforce. Front-

tax abatement is possible where the abatement level is less than 100%.

Infrastructure Cost Participation:

The City pays some or all of required City infrastructure (within ROWs or easements dedicated to the City). considered on a "case by case" basis.

Development Fee Rebates:

Rebate of City fees charged in the regulation of land development (not-to-exceed basis). Payable after Certif Occupancy. Fee rebates are considered on a "case by case" basis.

Right of Way Abandonment Rebates and Credits:

Rebate of and/or credit against monetary fees charged by the City for abandonment of public right-of-way. T payable after the City issues a Certificate of Occupancy and the jobs test is met; the credits are offset against constructing certain negotiated public improvements which are not otherwise required of the developer.

Public Improvement Districts (PIDs):

Special districts created by petition to privately fund public improvements or special supplemental services those provided by the City, when such services are supportive of related City investments in capital improve

Tax Increment Financing Districts (TIFs):

Special districts funding public improvements (not services) with increased tax revenues resulting from new investment. The tax rates are the same as elsewhere in the City. These districts do not involve any added c private parties.

High Impact Projects:

In addition to the minimum jobs or minimum investment qualifying criteria, High Impact project status may certain limited circumstances to promote investment in major capital facilities of firms on the *Fortune 500*, *M 400*, or *Global 500* lists.

Target Industries Projects:

Target Industries Projects include one of the following: medical, high tech as defined by the office of the Te tourist oriented projects and warehousing/distribution, recycling Brownfields Companies.

Non-Conforming Projects:

Non-Conforming Projects require 3/4 vote of the City Council and may involve the use of a variety of City inc negotiated, as appropriate, basis, and include the following project categories:

Special Reinvestment Projects - nonresidential, job-creating projects located in blighted areas as de reinvestment zone provision in the Property Redevelopment and Tax Abatement Act. To qualify as a more than one blighting influence enumerated by the Act must be present.

Unique Developments which have a large market area and bring significant outside income into the

Tax Incentives:

Tax Abatement:

The City of Dallas can provide tax abatement on value-added to the real property or new business personal property your business investment and/or expansion in the City, subject to Council approval. The City's business project ma prepare a tax abatement proposal for you maximizing all potential tax incentive benefits. The level and term of tax a depending on the area of the City and the type of business service you provide.

For assistance call: (214) 670-1685.

Historic Tax Incentives:

This incentive allows the City to abate City of Dallas real property taxes for 10 years. The building must be designat Dallas Landmark and restoration must be planned.

For assistance call: (214) 670-4119.

Freeport Tax Exemption:

A 100% City and County property tax exemption is available to companies for inventory leaving the state within 175 no time limit on this tax incentive.

For assistance call: (214) 670-1685.

Sales Tax Exemptions:

Enterprise Zone Program:

The City of Dallas has three state designated enterprise zones. If your company creates new jobs in the state that meets the City's state enterprise zone project criteria, you could receive a state sales tax rebate of \$2000 per 625 employees. In addition, your company would also be eligible for a corporate franchise tax reduction. The tax is certified for five years. To meet the City's criteria, the company must create a minimum of 100 jobs in an enterprise zone. The State allows four project designations per City per biennium.

For assistance call: (214) 670-1685.

Loan Programs and Financing:

Financing Resources:

The following five financial assistance programs for new and expanding businesses are offered by the City of Dallas Southern Dallas Development Corporation (SDDC), a private nonprofit organization.

SBA 504: Provides low-fixed rate, low down payment, long term financing for machinery/equipment and/or real estate.

Community Development Business Loan (CDBL): Provides loan funds for working capital, equipment purchase, real estate acquisition, and rehabilitation of existing structures or construction of new buildings. Applicants must be a small or minority owned business in southern Dallas or in the Enterprise Zone areas and have 18 months of successful operating results.

Southern Dallas Development Fund (SDDF): Provides loan funds for working capital, equipment purchase, loan guarantees, occupied real estate, and refinancing of existing debt. Applicants must be a small or minority owned business in southern Dallas or in the Enterprise Zone area, have 18 months of successful operating results and contribute to economic development in the neighborhood.

Investment Zone Loans: This loan program provides up to \$500,000 to companies located in the Investment Zone that have created over 100 jobs over a four year period with a goal of 50% of the new hires filled by southern Dallas residents.

Citywide SBA Micro Loans: This loan program provides a minimum of \$5,000 to a maximum of \$25,000 to small businesses.

Contact the Southern Dallas Development Corporation (SDDC) at (214) 428-7332 for information on City-sponsored loan programs.

Neighborhood Renaissance Partnership Program:

This program provides grant funds for business facade improvements, infrastructure and housing rehabilitation. Six neighborhoods have been designated for neighborhood revitalization.

Enterprise Community:

The Enterprise Community (EC) Grant Program facilitates economic development through the creation of new businesses and providing grant opportunities.

For information call: (214) 670-4897.

Utility Discounts:

Texas Utilities - TU Electric:

TU Electric offers a 5% discount of utility rates to companies locating in certain single-tenant buildings in state designated enterprise zone areas. The company may reapply annually for the discount for as long as the operation is located in the zone area and meets the State's "qualified business" criteria. A "qualified business" is defined as a company which and maintain at least 25% of its new employees from the enterprise zone area or the economically disadvantaged.

Business Parks:

Six industrial park areas are targeted for business attraction and expansion in the City of Dallas. The City of Dallas Business Corporation, a private nonprofit corporation created in 1996, will assist in the administration of the City's redevelopment and development program in the targeted business parks described below.

Southport Center - A D/FW International Airport Foreign Trade Zone (FTZ) - is a 760 acre tract located at the southwest corner of Interstate 45 and Interstate 20. As a designated foreign trade zone, companies can import parts, products and supplies duty-free to the assembled, manufactured, processed or packaged. Duty is only paid on the value-added to the product as it leaves the FTZ destinations. This location also offers a triple freeport tax exemption (City, County and School) for inventory leaving the state days.

International Center for Waste Management Technology and Training - McCommas Bluff - is a 100 acre tract located near the solid waste landfill in the Southwest region of the U.S. This new park is home to the Texas A & M International Environment Technology Center. Qualified environmental related companies may have a stronger interest in this site alternative.

Redbird Business Park is an established industrial district in Dallas. Over 50 companies currently operate in the park located at Oak Cliff. Companies can select from existing facilities or consider a build-to-site. Features of the park include all utilities, access and a close proximity to Redbird Airport.

Stoneridge Business Park is a 200 acre business park managed by the Trammell Crow Company. Located south of Interstate 45 west side of Hampton Road, this new corporate business park has direct interstate highway access and all utilities. Companies operating in Stoneridge include National Data Laboratories and Mobile Media Corporation.

Santa Fe Industrial Park is situated in the heart of Oak Cliff. The 270 acre park features a strong labor force, Dallas Area Rapid Rail station, and proximity to the City's highway network. Join the other successful companies in this neighborhood like Dr. Pepper/Seven Up Bottling, Quaker Oats, and Reynolds Aluminum.

Mountain Creek is a 2300 acre corporate facilities development that spans over the southwest corner of the City of Dallas. The winding creeks create a beautiful setting for low-rise corporate facility development. Mountain Creek is located just 15 miles from D/FW International Airport.

For more information, contact the City of Dallas Business Development Corporation at (214) 941-7067.

Job Training Programs:**Smart Jobs:**

The City's business services coordinators will facilitate information and application to the Texas Department of Commerce for smart jobs grant funding for training and retraining of workers. The Bill J. Priest Institute for Economic Development provides application assistance and has had much success in accessing smart jobs funding. The State provides a matching grant for jobs which pay a minimum of \$8.00 per hour.

For information call: (214) 860-5805.

Vocational Technical Institutes:

The Bill J. Priest Center for Economic Development provides technical training for business and industry in Dallas.

For information call: (214) 860-5805.

Transportation Regulation:

Transportation regulation is responsible for the regulation of for-hire conveyance vehicles in the City, including emergency shuttles, taxicabs, non-motorized vehicles, buses, limousines and non-emergency ambulances. Regulatory activities also in investigation of operating authority and rate adjustment.

Taxicab:

A person interested in driving a taxicab in the City of Dallas must do the following: 1. Choose a taxicab company that interested in driving for; 2. Obtain a taxicab driver application and contract from the cab company; 3. Contact the City of Dallas/Economic Development Department, Transportation Regulation Division, at City Hall, 1DS, (214) 670-3161, for instructions.

FREQUENTLY ASKED QUESTIONS

How can I obtain information about assistance available from the City for small businesses, including access to loan funds, technical and locations of small business incubation facilities?

Call the Economic Development Department/Business Development Division at (214) 670-1685.

Who can I call if I have a comment, question, or suggestion about City services related to my business and its future success in Dallas?

Call the Business "Hotline" at (214) 939-CITY and a representative of the Economic Development Department will assist you.

Who do I call if I have information concerning a company that is considering moving to Dallas or needs assistance to remain in Dallas?

Call the Economic Development Department/Business Development Division at (214) 670-1685. The City's Public-Private Partnership Program includes a variety of incentives that may be available to companies making investments and/or creating jobs in Dallas.

How can I obtain information on redevelopment of a site with known or suspected environmental problems involving underground utilities?

Contact the Brownfields Project Office within the Economic Development Department at (214) 670-1685.

How do I make a complaint about services provided by a Taxi, Shuttle or Limousine company or obtain information about licensing companies?

The Economic Development Department/Transportation Regulation Division regulates operations of taxi, shuttles and limousines operating within Dallas. Complaints and requests for information should be directed to (214) 670-3161.

Who can I call if I have a complaint, concern or question about private towing services in Dallas?

Call the Economic Development Department/Transportation Regulation Division at (214) 670-3161 for information concerning private towing services, including required signage designating tow-away zones.

Department Functions:

Economic Development is responsible for generating strategies to encourage the establishment of new business, the expansion and retention of existing businesses and the marketing of the City of Dallas to potential business. It implements policies that will promote development to occur expeditiously and resolves development-related problems as they arise.

Transportation Regulation is responsible for the regulation of for-hire conveyance vehicles in the City, including emergency shuttles, taxicabs, non-motorized vehicles, buses, limousines and non-emergency ambulances. Regulatory activities also include investigation of operating authority and rate adjustment.

South Dallas Fair Park Trust Fund provides economic development, community improvements, emergency home repairs and other community services in the 13 census tracts that compose the South Dallas / Fair Park target area. Staff support is provided by Council-appointed South Dallas Fair Park Trust Fund Board.

Department Contacts:

Phone

| | | |
|---------------------------------------|----------------|-------|
| Administration | (214) 670-1686 | (214) |
| One Stop Permit Center | (214) 948-4372 | |
| Code Administration & Plan Review | (214) 948-4480 | |
| District Office - Southeast Office | (214) 670-8160 | |
| District Office -Northwest Office | (214) 670-6115 | |
| District Office -North Central Office | (214) 670-7278 | |
| Transportation Regulation | (214) 670-3168 | (214) |
| Transportation Regulation Information | (214) 670-3161 | |

Revision Date
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